

Los Alamos National Laboratory

MBA Summer Internships



One Unique Experience

Innovation

Experiential Learning

Entrepreneurship

Mentoring

Challenging Projects

Market Knowledge

New Companies

Collaborative Research Partnerships

Business Networks

Personal Friendships

A Lifetime of Returns

Technology Transfer Division

Are you interested in exploring innovations critical to solving the energy, economic and social challenges facing our nation?

MBA Summer Internships

Put your business training and your intellectual creativity to work at Los Alamos National Laboratory (LANL) as a summer intern in the Technology Transfer Division identifying, evaluating, and assisting with the commercialization of breakthrough technologies that will impact our society.

About the Laboratory

For more than half a century the name Los Alamos has been synonymous with research at the frontiers of science and service to the nation. Since its origin as a secret, makeshift laboratory on a remote mesa top in New Mexico, Los Alamos has attracted world-renowned scientists—several of whom went on to win prestigious Nobel Prizes—and engaged their energies and creativity to advance knowledge and find solutions to some of the nation's most challenging problems. This tradition is alive today. As one of the U.S. Department of Energy's (DOE) multi-program, multidisciplinary, research laboratories, Los Alamos thrives by having the best people doing the best science to solve important problems for the nation.

About the Technology Transfer Division

The Technology Transfer (TT) Division enhances the Laboratory's mission by partnering with industry, by accelerating the creation of products from Los Alamos discoveries, and by fostering a regional entrepreneurial economy. As the primary bridge between the nation's leading science laboratory and the commercial world, TT's responsibilities are more varied than any other comparable technology commercialization organization in a federal laboratory. For instance, to meet the many challenges associated with building a business in Northern New Mexico, specifically one based on Los Alamos technology or expertise, TT manages a variety of entrepreneurial and business development activities. The MBA Internship has been a flagship program in the Laboratory's efforts to support high-tech business development as well as licensing and partnering activities.



Overview of the main Los Alamos National Laboratory technical and administrative site on the Pajarito Plateau looking west toward New Mexico's Jemez Mountains.

MBA Internships

The MBA summer internship matches scientists and high-tech entrepreneurs with the nation's future business leaders to achieve effective commercialization and new business startup outcomes. MBA candidates have a unique opportunity to gain hands-on experience in high-tech entrepreneurship and commercialization by working closely with Laboratory innovators and regional entrepreneurs to nurture licensing opportunities, partnerships with industry, and startup businesses based on Los Alamos technology and expertise. MBA interns explore ongoing research and hone their business skills by

- evaluating and prioritizing market applications and the commercialization potential of Laboratory technologies;
- working with regional entrepreneurs to address a variety of start-up business challenges;
- identifying potential collaborators, investors, and buyers;
- creating financials and business valuations; and
- writing and critiquing commercialization and business plans.

During the past 12 years, MBA interns have worked with over 90 new regional startups that have provided employment for over 390 people and attracted \$88 million in external investments.

Our Commitment

To guarantee that our interns receive a high return on their summer investment, we ensure that they have the opportunity to

- apply business theory and analysis;
- implement technology evaluation and opportunity identification techniques;
- communicate with highly diverse groups within the Laboratory and from the regional business community;
- interact with experienced Laboratory innovators, business consultants, investors, and entrepreneurs; and
- collaborate with other MBA candidates from top business schools.

Eligibility

A bachelor's degree in science or engineering is preferred for applicants. All applicants must be enrolled in an MBA program and have completed at least one year in the program. Previous business experience is desirable. Applicants must be U.S. citizens or Permanent Residents. Program duration is approximately 10–12 weeks during the summer months.

Application

Please submit a letter of interest and current résumé to:
Shandra Clow or Belinda Padilla
Technology Transfer Division
Los Alamos National Laboratory
P.O. Box 1663, MS C333
Los Alamos, NM 87545

Questions

Phone: 505-665-3049, 505-667-9896
Email: clow@lanl.gov or bee@lanl.gov

Visit us on the Web: www.lanl.gov/partnerships

LANL MBA Intern Impacts State Legislation



My main internship goal was to have a truly unique experience, something that would be difficult to accomplish at other points in my career and life. When I learned about the opportunity to work at Los Alamos helping to bring bleeding edge technology to market, I was instantly intrigued. I can honestly say that among all my friends at UCLA, I had the most unique experience. I worked on a hydrogen fuel cell technology project for the duration of the internship. The resulting report was used by the New Mexico State Legislature as a key data point in its decision to use state funds to promote hydrogen fuel cell technology entrepreneurship. This line item on my résumé is never overlooked by recruiters and hiring managers as something that makes my experience stand out.

In addition to the career development, Belinda assembled a great group of interns from top business schools all over the country. I continue to stay in contact with most of my fellow interns on both a professional and personal level. All around, I couldn't imagine having a more rewarding experience.

— James Beser, MBA
UCLA 2005

Regional Spinoffs Succeeding with Help from Los Alamos

These spinoffs from the Laboratory describe examples of companies that MBA interns have assisted.

APJeT Raises \$3.5 Million to Fund Commercialization of Revolutionary Textile Finishing Process

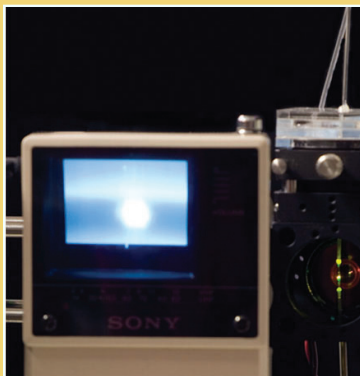
In late 2008, Laboratory spinoff APJeT announced successful completion of a \$3.5 million round of financing to help it commercialize its revolutionary textile manufacturing process. APJeT's process—known as Atmospheric Pressure Plasma Jet technology—allows fabric manufacturers to use a blast of ionized gas to make textiles resistant to water, stains, and other substances in an environmentally friendly manner. Unlike conventional, chemical-based “wet” treatments, the process results in fabric that will repel rain, snow, and oil-based stains on one side while wicking moisture away from the body on the other.

A Los Alamos National Security (LANS) Venture Acceleration Fund award helped APJeT develop a large-scale, commercial machine and hire a professional CFO. The new financing will help it accelerate commercialization of its state-of-the-art processes and reach global penetration. MBA interns have worked with APJeT on everything from a start-up business plan to market analyses of multiple industries and predictions of long term financial success.



APJeT's textile and plastic coating machine treats a bolt of fabric using the APPJ® technology.

Invitrogen Acquires LANL Spinoff Acoustic Cytometry Systems Inc.



Life sciences industry giant Invitrogen recently acquired Los Alamos startup, Acoustic Cytometry Systems (ACS) Inc., established to commercialize the Laboratory-developed Portable Acoustic Cytometry (PAC) technology.

A cytometer is an apparatus for counting and measuring cells. The ACS approach relies on acoustic waves instead of a complex fluid-handling system to focus cells into a tight, concentrated stream for analysis by a laser beam. The company's patented approach yields flow cytometers that are more sensitive, compact, and rugged—yet less expensive compared with conventional instruments. Such an inexpensive, hand-held cytometer would be suited for AIDS diagnostics fieldwork in Africa while conventional cytometers are not.

A \$100,000 LANS Venture Acceleration Fund investment supported development of the company's first integrated working prototype, which enabled it to attract the interest of Invitrogen, a publicly traded company with \$1.3 billion in revenue last year.